

Message Text

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ACTION EB-07

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R 231200Z DEC 75

FM AMCONSUL DHAHRAN

TO SECSTATE WASHDC 4535

INFO AMEMBASSY ALGIERS

AMCONSUL ORAN

AMEMBASSY MANAMA

AMEMBASSY CAIRO

AMEMBASSY TEHRAN

AMEMBASSY TEL AVIV

AMEMBASSY AMMAN

AMEMBASSY KUWAIT

AMEMBASSY TRIPOLI

AMEMBASSY RABAT

AMCONSUL CASABLANCE

AMEMBASSY TUNIS

AMEMBASSY DOHA

AMEMBASSY JIDDA

AMEMBASSY DAMASCUS

AMEMBASSY ABU DHABI

AMCONSUL JERUSALEM

AMEMBASSY SANA

AMEMBASSY ROME

AMEMBASSY ATHENS

AMEMBASSY MUSCAT

AMEMBASSY BEIRUT

UNCLAS DHAHRAN 1439

E.O. 11652: N/A

TAGS: BEXP, ECON, XF, IT GR, XI

SUBJECT: NEAR EAST AND NORTH AFRICAN COMMERCIAL CONFERENCE.

KUWAIT ALSO FOR BAGHDAD

STATE FOR EB/OCA/CM

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REFS: A. STATE 288576

- B. BAGHDAD 1258
- C. DAMASCUS 5097

1. CONGEN DHAHRAN NOMINATES CHIEF, ECON/CML SECTION, H. R. LUCIUS, TO PARTICIPATE IN TUNIS CONFERENCE.

2. POST FINDS MARCH 30/APRIL 1 TIME FRAME MOST SATISFACTORY.

3. (A) POST SUPPORTS RECOMMENDATION MADE IN PARA 3 OF BAGHDAD REFTEL. HOPEFULLY FAS OFFICIAL WOULD TOUNVC ON RECENT SCANDALS FOUND IN GRAIN EXPORTING CENTERS AND ADVISE HOW WE SHOULD HANDLE COMPLAINTS, WHEN FIRST BROUGHT TO OUR ATTENTION, OF LOCAL IMPORTERS WHO FEEL THEY ARE VICTIMS OF MALPRACTICES OF US GRAIN EXPORTERS. FAS PARTICIPANT MIGHT WELL BE ABLE TO BRIEF CONFEREES ON US AGRO-BUSINESS COMPANIES WHICH ARE OFFERING THEIR SERVICES ABROAD. WE ARE OFTEN SURPRISED AT HOW THIN THE PAST PERFORMANCE RECORDS OF MANY OF THESE COMPANIES ARE. CONSEQUENTLY A CANDID APPRAISAL OF THE FIELD AND EXPERIENCE OR STRONG POINTS OF INDIVIDUAL COMPANIES WOULD BE HELPFUL.

(B) WE AGREE WITH AMEMBASSY DAMASCUS THAT REVIEW OF BID BOND QUESTION WOULD BE USEFUL. BECAUSE OF MAGNITUDE OF CONTRACTS TO BE AWARDED IN OUR CONSULAR DISTRICT THIS SUBJECT OF PARTICULAR IMPORTANCE.

4. PROPOSE FOLLOWING ADDITIONAL TOPICS FOR INCLUSION IN AGENDA:

(A) ARAB BOYCOTT ISSUE AND USG POLICY ON SUBJECT, (INCLUDING BRIEFING ON IMPLEMENTATION OF ANTI-BOYCOTT LAW RECENTLY PASSED BY NEW YORK STATE).

(B) TOP PROGRAM -- IMPROVING ITS PERFORMANCE TO INCREASE EXPORTS TO NEA COUNTRIES.

(C) PROMOTING US INVESTMENT IN AREA -- OVERCOMING PRESENT LIMITATIONS

AND SEEKING BETTER WAYS TO DRAW ATTENTION OF US COMPANIES TO ME INVESTMENT OPPORTUNITIES (SEE ALSO (F) BELOW).

(D) WEAKENING OF BEIRUT AS REGIONAL COMMERCIAL CENTER AND WHERE WE GO FROM HERE TO ENCOURAGE US COMPANIES TO SERVICE AND SUPPLY THEIR CUSTOMERS IN MIDDLE EAST FROM CENTRAL POINT. UNDER THIS TOPIC, WE COULD DISCUSS WHO WILL PUBLISH FUTURE EDITIONS OF COMMERCIAL NEWSLETTER WHICH HAS, UNTIL NOW, BEEN PUBLISHED IN UNCLASSIFIED

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BEIRUT.

(E) SYSTEMATIZING EXCHANGES OF INFORMATION BETWEEN SPECIFIC GROUPINGS OF NEA POSTS SO THAT WE IN FIELD CAN BETTER ADVISE TRAVELING BUSINESSMEN OF OPPORTUNITIES OFFERED IN NEIGHBORING AREAS THAT MIGHT BE WORTH THEIR CHANGING OR ENLARGING THEIR TRAVEL PLANS. THIS TOPIC COULD INCLUDE MECHANISM TO PERMIT PEELING OFF INDIVIDUAL TRADE MISSION MEMBERS (AFTER COMPLETION OF FORMAL TRADE MISSION TO NEIGHBORING COUNTRIES) TO INVESTIGATE NEARBY MARKETS

WHICH APPEAR TO OFFER SALES POTENTIAL FOR THEIR PRODUCTS.

(F) UNDER APPROPRIATE TOPIC HEADING IT WOULD BE USEFUL TO CONSIDER UTILITY OF ARRANGING 2-3 WEEK TDY ASSIGNMENTS IN US FOR SELECT GROUP OF ECON/CML OFFICERS STATIONED IN COUNTRIES OFFERING MAJOR EXPORT/INVESTMENT MARKETS FOR US COMPANIES. THESE FSO'S WOULD VISIT APPROPRIATE USDOC FIELD OFFICES AND COMMERCIAL CENTERS NOT ONLY TO ENLIST INTEREST OF US COMAPNIES, BUT TO MATCH THEIR PRODUCTS AND CAPABILITIES WITH MARKETS IN HOST COUNTRY AFTER THEY RETURN TO POST. IF DEPT CAN AFFORD TO SEND RECRUITING AND INFORMATION TEAMS TO US CAMPUSES AND ACADEMIC MEETINGS, WE SHOULD BE ABLE TO PROVIDE SAME SERVICE TO US BUSINESS COMMUNITY WHICH, BY AND LARGE, IS TIMID AND POORLY INFORMED ABOUT MIDDLE EAST AND ITS TREMENDOUS MARKET POTENTIAL.

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